

September JOURNAL, pp. 792-795; "The Alleged Incompatibility of Acid Sodium Phosphate and Hexamethylenamine," by Bernard Fantus and Clyde M. Snow, will be found in same issue, p. 791—there was no discussion.

Caswell A. Mayo read a paper on "The Standardization of a Drop," and a paper by George E. Éwe on "Perishable Pharmaceuticals."

Relative to the first paper, I. A. Becker said that in Europe the drop is adjusted to weight—their droppers are adjusted to a given number of drops per gram. The same idea is made use of in some photographic formulas.

There was no discussion on the following papers:

"The Effect of Certain Amides on the Stability of Modified Dakin's Solution," by John C. Krantz, Jr., and Manuel J. Vidal.

"Statistical Study of the Number of Registered Pharmacists in United States," by H. J. Goeckel.

"Further Studies in the Extraction of Nux Vomica," by J. A. Pierce—September JOURNAL, p. 788.

"What Should a Pharmacist Be?" by Ivor Griffith.

The report of the Committee on Nominations was called for. Chairman Snow reported the following as nominees for the ensuing year:

Chairman, H. C. Newton, Omaha, Neb. *First Vice-Chairman*, L. R. Wagener, Ann Arbor, Mich. *Second Vice-Chairman*, Adley B. Nichols, Philadelphia, Pa. *Secretary*, Gustav Bachman, Minneapolis, Minn. *Delegate*, E. O. Leonard, Pocatello, Idaho.

A motion by Clyde M. Snow, seconded by C. A. Mayo, that the Chairman cast the unanimous ballot for the nominees, carried. The officers were then installed and the Section adjourned.

The minutes of the Joint Session of the Section on Practical Pharmacy and Dispensing will be found under transactions of the Scientific Section on preceding pages.

SECTION ON EDUCATION AND LEGISLATION.

The first session of the Section on Education and Legislation, A. Ph. A., was convened at 9:45 A.M., August 27, by Chairman Mansfield. Secretary Beard presided during the reading of the Chairman's address; it follows:

LEGISLATIVE NEEDS OF PHARMACY.

BY WILLIAM MANSFIELD.

There are several laws which must be enacted and enforced in the United States if pharmacy is to assume its rightful position as a profession. These laws which should be on the statute books of every state are—1, *Ownership Law*; 2, *One License Law*; 3, *Pre-requisite Law*; 4, *Experience as a Pre-requisite to the Study of Pharmacy*; 5, *Law Amending the Eighteenth Amendment* (Abolishing the right of pharmacists to dispense whiskey and alcohol).

OWNERSHIP LAW.

The Ownership Law, enacted in New York in 1923, restricts the ownership of pharmacies and drug stores to licensed pharmacists and druggists. That part of the New York Law relating to ownership is as follows:

"Every pharmacy shall be owned by a licensed pharmacist and every drug store shall be owned by a licensed druggist, and no co-partnership shall own a pharmacy unless all the partners are licensed pharmacists, and no co-partnership shall own a drug store unless all the partners are licensed druggists." This law establishes Pharmacy as a profession in New York on a par with Law, Medicine and Dentistry.

In 1921 there were 5090 registered pharmacies and 60 registered drug stores in New York. During 1922 the number of pharmacies increased to 5625 and the drug stores to 64. This rapid increase in the number of pharmacies was brought about largely as a result of the ex-saloon keepers and others who were not pharmacists and who had no idea, whatever, of the professional side of pharmacy, or of the position of pharmacy as a factor in preserving the public health; the sole idea of the majority of these people having been to enter pharmacy so that they could carry on a liquor business and sell patent medicines.

At the time of the enactment of the Ownership Law there was much criticism along the lines that in the future there would not be enough pharmacies to supply the public need, as it was necessary for the young pharmacist to form a partnership with a man having capital before he could start in business. Events of the past two years, however, have proven that this criticism was unfounded. During 1924, 6233 pharmacies and 65 drug stores were registered; up to August 17, 1925, 6210 pharmacies and 69 drug stores were registered.

The enactment of the Ownership Law in New York has not prevented the natural increase in the number of pharmacies and drug stores, and all the new stores registered are owned by licensed pharmacists or licensed druggists.

ONE LICENSE LAW.

The qualifications necessary to secure the "Pharmacist License" in New York are as follows—1, more than twenty-one years of age; 2, of good moral character; 3, four years of high school 72 Regents Counts; 4, pharmacy student qualifying certificate filed at the school at matriculation; 5, diploma of graduation in pharmacy from a school giving a two-year course—in 1928 a three-year course; 6, four years' experience in a registered pharmacy or drug store; 7, a citizen of the United States; 8, passed the State Board examinations with a rating of 75% in each subject.

The holder of the pharmacist license can own and operate a pharmacy anywhere within the state. There can be no question but that the holder of this license, secured by fulfilling the above requirements, is qualified to practice pharmacy. The qualifications necessary to secure the "Druggist License" in New York are as follows—1, more than eighteen years of age; 2, of good moral character; 3, three years' experience in a registered pharmacy or drug store; 4, passed the State Board examinations for Druggist and attained a general average of 75% with no subject less than 60%.

The holder of a druggist license has the following privileges under the law:

1. He may own and operate a drug store in a place of not more than one thousand inhabitants.
2. He cannot own, but he may be in personal charge of, a registered pharmacy, filling prescriptions and selling poisons, etc., for a period of not more than eight hours in each twenty-four in cities of less than a million.
3. He is forbidden by law, however, from performing any of the duties of a pharmacist or druggist in cities of more than one million inhabitants.

A comparison of the training, qualifications, and privileges of the holder of a pharmacist and druggist license will prove conclusively that the granting of the druggist or assistant's license is decidedly against the best interests of pharmacy and the public welfare. There is no real reason why there should be two licenses in pharmacy any more than there should be two licenses in medicine. The issuing of any license other than that of pharmacists' is farcical.

The number of drug stores in New York is about one per cent only of the number of pharmacies. To discontinue issuing the druggist license would, therefore, be of small consequence.

Pharmacy will never have the professional standing of law, medicine, or dentistry until the retail drug business of the country is conducted and the work performed by men who have had the educational requirements and the professional training which entitles them to the degree of Graduate in Pharmacy and the Pharmacists' License.

PREREQUISITE LAW.

Prerequisite laws must be enacted in every state in order to correlate the educational and legal standards. Without such correlation the unfit and unqualified will always find a way to enter the ranks of our profession.

The schools of pharmacy teach the subjects which will enable its graduates to select, prepare, standardize, preserve the quality, and dispense the drugs and preparations of the U. S. P. and N. F. and to conduct a pharmacy according to modern business practices.

The State Boards, under the Prerequisite law, can accept only those candidates who have had the necessary preliminary college and experience requirements established by law. The examinations given by these Boards are for the purpose of determining a candidate's fitness to practice pharmacy.

Under this method of licensing pharmacists little is left to chance, but in states that have no prerequisite legislation it is possible for a candidate, who is blessed with a good memory, to pass the State Board examinations and practice pharmacy even though he is wholly unfit, by reason of his lack of education and practical experience, to be a pharmacist.

A Prerequisite Law should require a State Board Candidate to be—1, a graduate of a high school; 2, a graduate of a college of pharmacy requiring a three-year course of at least 750 hours of instruction, during each of the three years; 3, three years of practical experience, actual time spent in college to count as experience.

EXPERIENCE AS A PREREQUISITE TO THE STUDY OF PHARMACY.

The New York State Law applies to apprentices and employees, as follows:

"Every person over fifteen years of age that shall enter a pharmacy or drug store with the intention of becoming a pharmacist or druggist, shall pay the registration fee of one dollar and receive a certificate as a registered apprentice in accordance with the rules.

Apprentices may be employed, in accordance with the requirements of this article and the rules, in registered pharmacies and drug stores and may receive instructions in the practice of pharmacology.

Apprentices may prepare or dispense receipts or prescriptions, may sell or furnish medicines or poisons in the presence of and under the immediate personal supervision of a pharmacist or druggist who must be either the proprietor or the actual employee of the proprietor. The proprietor, as principal, shall be equally liable for violations of this article by his employees."

Experience may mean much or little depending upon the nature of the store and the type of pharmacist under whom he had his training.

Experience with a pharmacist who takes a personal interest in the apprentice and who guides and directs him in the many phases of modern pharmacy, not overlooking, and in all cases emphasizing the professional side, is experience worth while.

Experience in a store where one is kept behind the soda fountain, or the patent medicine counter, and where the interest taken in him is in proportion to the amount of the daily sales is experience which is of no value as far as the professional side of pharmacy is concerned.

Requiring experience before entering college has the advantage of starting the prospective pharmacist at the bottom instead of at the top, and the added advantage of helping him reach a conclusion whether or not he would like pharmacy as a life work.

At the present time quite a large percentage of those who graduate from college go into other fields of activity. Requiring experience before entering college would tend to eliminate this waste of time, money and effort.

If we are to retain the apprenticeship in pharmacy and require all students entering a pharmacy college to have had one or two years' experience in a pharmacy, then we should make an effort to standardize such experience by issuing a syllabus at the time of apprentice registration in order that the proprietor and the apprentice may know the minimum amount of practical and theoretical work expected during the period of apprenticeship.

It is expected that New York will amend, within a year, the pharmacy law requiring all students entering a college of pharmacy to pass an apprenticeship examination based upon the subject matter of the syllabus issued at the time of registration.

It would seem unnecessary in states requiring three years of college training as a prerequisite to the State Board examinations to require four years of practical experience inasmuch as the additional college year affords a much better training than two years in the average retail pharmacy. Three years of experience only, therefore, should be required of these candidates. Actual time spent in college may be counted as experience.

LAW AMENDING THE EIGHTEENTH AMENDMENT.

It is well for pharmacists to pause and reflect upon the effect of the Eighteenth Amendment on the practice of pharmacy.

That the selling of liquor by pharmacists has had a degrading influence on pharmacy cannot be doubted by any one who has given the matter serious thought. However, it is the professional and educational phase of the question, not the social and moral phase, which I wish to dis-

cuss. I have in mind the changes that have been brought about in the practice of pharmacy since the enactment of the Eighteenth Amendment.

The restrictions placed about the withdrawal of alcohol and the governmental red tape required in accounting for its use have placed such a burden on the pharmacist that he has found it next to impossible to perform the work necessary in order to comply with the government regulations covering the use of alcohol in manufacturing U. S. P. and N. F. preparations.

Inquiry will reveal the fact that pharmacists are buying instead of making the official alcoholic preparations. Non-permit holders must of necessity purchase *all* of the official alcoholic preparations. They cannot purchase, however, the U. S. P. and N. F. Preparations listed as fit for beverage purposes. This list is as follows:

Cordiale Rubi Fructus (Blackberry Cordial), Elixir Aromaticum (Elixir Aromatic), Elixir Anisi (Elixir of Anise), Elixir Aromaticum Rubrum (Red Aromatic Elixir), Elixir Aurantii Amari (Elixir of Bitter Orange), Elixir Cardamomi Compositum (Compound Elixir of Cardamon), Elixir Glycyrrhizae (Elixir of Licorice), Elixir Glycyrrhizae Aromaticum (Aromatic Elixir of Glycyrrhizae), Elixir Taraxaci Compositum (Compound Elixir Taraxacum), Elixir Terpini Hydratis (Elixir of Terpin Hydrate), Spiritus Aetheris (Spirit of Ether or Hoffmann's Drops), Spiritus Juniperi Compositus (Compound Spirits of Juniper), Spiritus Myrciae Compositus (Compound Spirits of Myrcia), Tinctura Amara (Bitter Tincture), Tinctura Aromatica (Aromatic Tincture), Tinctura Aurantii Dulcis (Tincture Sweet Orange Peel), Tinctura Caramelis (Tincture Caramel), Tinctura Zingiberis (Tincture of Ginger), Vinum Aurantii Compositum (Compound Wine of Orange), Vinum Carnis (Wine of Beef), Vinum Pepsini (Wine of Pepsin), Vinum Pruni Virginianae (Wine of Wild Cherry).

Not one of the above preparations can be purchased, kept in stock, or used in the compounding of prescription by a pharmacist who has no "H" or "I" permit.

If such a pharmacist, for instance, should receive a prescription for quinine sulphate and aromatic elixir of glycyrrhiza, which is given to disguise the taste of quinine, he could not fill it. In this case he would not only lose the net profit on the prescription, but he would quite likely lose a customer by the inference that his competitor was better qualified since he could compound the prescription.

Even the holders of the "H" or "I" permit find that they can buy certain preparations much cheaper than they can make them. Some of these preparations are Tincture Iodine, Soap Liniment, Chloroform Liniment.

The alcohol used in the manufacture of tincture of iodine, for example, is denatured in bond with iodine and when purchased by the manufacturer can be used only in the manufacture of tincture of iodine. When this denatured alcohol is removed from bond, iodine and potassium iodide are added to bring it up to the official strength. Such a denatured alcohol when made into tincture of iodine sells at \$5.70 per gallon. It would cost the pharmacist \$10.55 per gallon if he made it. Soap liniment can be purchased for \$1.75 per gallon, but it costs the pharmacist \$2.80 to make it. Chloroform liniment can be purchased for \$2.90 per gallon, but it costs the pharmacist \$3.90 to make it even if he purchases the soap liniment at \$1.75 per gallon. There may be other official preparations which can be purchased cheaper than they can be made, but the above examples will serve to illustrate the point that the government regulations work an injustice to the retail pharmacist. Manufacturing pharmacy will be a thing of the past if the present prohibition law, and the regulations made under the law, remain in force. The pharmacist will soon become a mere merchant, since his activities will be confined largely to buying and selling. The only part of professional pharmacy that will require his attention will be that of compounding prescriptions.

The dispensing of liquor and alcohol should be taken out of pharmacies and placed in government-operated stores. A new permit should be issued whereby a pharmacist could purchase alcohol needed to manufacture official preparations and at a price which would enable him to manufacture these preparations as cheaply as is now done by the manufacturer.

A motion was made by W. Bruce Philip, seconded by William C. Anderson, to accept the address. Carried.

Secretary Beard said the address had in it the elements of deep thought.

W. Bruce Philip said that the listing of medicinal preparations in the beverage class may

bring about a change in formula by eliminating the alcohol, and thereby produce a preparation which is different in action from that desired by the physician.

C. E. F. Mollet spoke on experience qualification of those who enter pharmacy schools and candidates for examination by State boards of pharmacy. He stated that experience in drug stores may mean little or nothing in value as far as pharmacy is concerned, or it may mean much. One year of experience in some stores may have the value of five years of experience in another. Those who are well trained before coming to a school of pharmacy have an advantage, but in the average drug store salesmanship constitutes the experience. Colleges of pharmacy are now giving training which should be recognized by State boards.

He considered the courses in a pharmacy school, with preliminary educational requirements of the students, the very best foundation for the study of medicine, and also a good pharmacy school curriculum is well adapted, or may be adapted, for other college or university courses. He said the experience requirement kept many out of colleges of pharmacy.

The Secretary's report was called for; it follows:

REPORT OF THE SECRETARY.

BY J. G. BEARD.

The following report for the year ending in June 1925 is divided into two parts, the first being concerned with the registration and graduation of students in the various colleges of pharmacy in America, and the second with the examination and licensure of candidates among the state boards of pharmacy.

PART I.

The first named, the one having to do with the colleges, is complete. This report, in its details, covers 14 items labeled A, B, C, etc., up to N.

Item A gives the name and location of the several institutions of learning that are sufficiently large to be dignified with a place in such a report as this. Sixty-three colleges are covered.

Item B answers with "Yes" or "No" the question: "Does the college require high school graduation or its equivalent for entrance?" Sixty-one colleges answer "Yes," and two, both in Atlanta, answer "No."

Item C covers the number of students in first-year classes in all the colleges last year. The number was 5722. Item D answers for the number in second-year classes, the total being 4247. Item E gives figures for third-year classes, result equaling 574. Item F reports for fourth-year classes, showing 183 so enrolled. Item G indicates the number of students registered in graduate schools of the same colleges for the Master of Science course. Twenty-six students were so enrolled. Item H answers for those in graduate study for the Doctor of Philosophy degree, and shows 9 were registered.

Item I indicates the total number of students enrolled last year in all the colleges. The number was 11,053.

Items J, K, L, and M relate to graduates. J shows that 3117 students were awarded the Ph.G. degree during the past year; K shows that 300 received the Ph.C. degree; while L shows that 198 students received the bachelor's degree, most of whom were given the degree of B.S. in Pharmacy. Eight candidates received the Master's and one the Ph.D. degrees.

Item M shows that a total of 3673 degrees were awarded in June to pharmacy students in American colleges.

The final item, N, asks the question: "Will your school adopt or require the minimum three-year course for this fall?" Ten colleges answered "No," one said "Undecided," and fifty-two answered "Yes."

NOTE: Itemization of foregoing will also be found at end of Tabulation for Part I of Schools and Colleges of Pharmacy.

TABULATION FOR PART I.—SCHOOLS AND COLLEGES OF PHARMACY.—See preceding page.

A.	B.	C.	D.	E.	F.	G.	H.	I.	J.	K.	L.	M.	N.
ALABAMA													
Ala. Polytech. Inst.....	Yes	30	22	9	8	0	0	69	7	2	7	16	Yes
CALIFORNIA													
Univ. California.....	Yes	138	109	11	1	0	0	259	98	11	1	110	Yes
U. of S. California.....	Yes	136	85	6	5	0	0	232	75	5	5	85	Yes
COLORADO													
Univ. of Colorado.....	Yes	28	10	10	8	1	1	59	0	6	7	9	Yes 1919
DISTRICT OF COLUMBIA													
Howard Univ.....	Yes	21	17	11	0	0	0	49	0	11	0	11	Yes 1904
George Washington Univ.....	Yes	11	10	2	5	0	0	28	0	0	3	3	4 yr. 1917
FLORIDA													
Univ. of Fla.....	Yes	31	19	4	1	0	0	55	3	0	1	4	Yes 1924
GEORGIA													
Atlanta Col. Phar.....	No	65	21	0	0	0	0	86	21	0	0	21	No
Univ. of Ga.....	Yes	15	6	0	0	0	0	21	6	0	0	6	No
So. Col. Phar.....	No	38	40	10	0	0	0	88	37	10	0	47	No
ILLINOIS													
Univ. of Illinois.....	Yes	265	161	0	0	0	0	426	138	0	0	138	Yes
INDIANA													
Purdue Univ.....	Yes	97	42	4	2	1	0	148	30	0	2	33 ^a	Yes
Notre Dame Univ.....	Yes	24	11	2	3	0	0	40	5	1	2	8	Yes
Valparaiso Univ.....	Yes	96	24	2	2	0	0	124	24	1	2	27	Yes
Ind. Col. Phar.....	Yes	11	56	0	0	0	0	167	50	0	0	50	Yes
IOWA													
State Univ. of Iowa.....	Yes	51	50	4	5	0	0	110	37	4	4	45	Yes
Highland Park C. P.....	Yes	87	42	0	0	0	0	129	35	0	0	35	Yes
KANSAS													
Univ. of Kansas.....	Yes	62	18	3	0	0	0	86	6	3	0	9	Yes
KENTUCKY													
Louisville C. P.....	Yes	56	59	0	0	0	0	115	38	0	0	38	Yes
LOUISIANA													
Loyola Univ.....	Yes	55	32	0	0	0	0	87	24	0	0	24	Yes
Tulane Univ.....	Yes	37	9	6	0	0	0	52	9	6	0	15	Yes
MASSACHUSETTS													
Mass. Col. Phar.....	Yes	177	133	99	10	0	0	419	78	6	0	84	Yes 1922
MARYLAND													
Univ. of Maryland.....	Yes	130	73	3	0	0	1	215	51	2	0	53	Yes
MICHIGAN													
Univ. of Michigan.....	Yes	27	28	25	5	2	1	88	0	8	2	10	Yes 1916
Detr. Inst. Tech.....	Yes	60	32	4	2	1	0	105	27	4	2	34 ^a	Yes
MINNESOTA													
Univ. of Minn.....	Yes	74	61	42	20	0	1†	177	0	29	6	35	Yes 1915

TABULATION FOR PART I. (Continued.)

A.	B.	C.	D.	E.	F.	G.	H.	I.	J.	K.	L.	M.	N.
MISSISSIPPI													
Univ. of Miss.....	Yes	29	45	1	0	0	0	75	40	1	0	41	Yes 1924
MISSOURI													
St. L. Col. Phar.....	Yes	150	86	0	0	0	0	236	48	0	21 ^c	69	Yes
Kas. City Col. Phar.....	Yes	103	63	0	0	0	0	166	28	0	21 ^c	49	Yes
MONTANA													
Univ. of Montana.....	Yes	36	15	6	8	0	0	65	14	4	2	20	Yes
NEBRASKA													
Univ. of Neb.....	Yes	91	50	35	13	2	0	189	20	7	14	41	Yes 1925
Creighton Univ.....	Yes	67	74	1	1	0	0	143	65	0	1	66	Jan. 1 Yes 1924
NEW JERSEY													
N. J. Col. Phar.....	Yes	133	107	0	0	0	0	240	75	0	0	75	Yes
NEW YORK													
Columbia Univ.....	Yes	368	403	5	8	0	0	784	368	4	6	378	Yes
Albany Col. Phar.....	Yes	254	121	0	0	0	0	375	101	0	0	101	No
Brook Col. Phar.....	Yes	224	256	0	0	0	0	480	208	0	0	208	No
Fordham Univ.....	Yes	300	273	0	0	0	0	573	256	0	0	256	No
Univ. of Buffalo.....	Yes	186	109	0	0	0	0	295	88	3 ^d	0	91	No
NORTH CAROLINA													
Univ. of N. C.....	Yes	96	48	4	0	0	0	148	40	1	0 ^a	42	Yes
NORTH DAKOTA													
N. D. Agr. Col.....	Yes	41	18	7	3	0	0	69	13	6	1	20	Yes
OHIO													
Cincinnati C. P.....	Yes	65	60	0	0	0	0	125	0	59	0	59	No
West. Reserve Univ.....	Yes	66	51	8	8	0	0	133	21	1	7	29	Yes
Ohio State Univ.....	Yes	167	140	30	13	0	0	350	62	0	10	72	Yes 4 yr.
Ohio Northern Univ.....	Yes	83	67	4	2	0	0	156	57	2	1	60	Yes
Univ. City Toledo.....	Yes	28	16	0	0	0	0	44	11	0	0	11	No
OKLAHOMA													
Univ. of Oklahoma.....	Yes	65	60	4	2	0	0	131	43	2	2	47	Yes 1924
OREGON													
North Pacif. Col.....	Yes	27	18	3	1	0	0	53 [*]	0	3	1	4	Yes
Ore. Agr. Col.....	Yes							192	2	14	24	40	Yes 1922
PENNSYLVANIA													
Phila. C. P. & Sc.....	Yes	310	263	35	11	0	0	618	220	6	11 ^f	265	Yes
Univ. of Pittsburg.....	Yes	196	191	4	1	0	0	392	159	4	0	184 ^e	Yes
Temple Univ.....	Yes	208	144	0	0	0	0	352	122	1	0	124 ^h	Yes
RHODE ISLAND													
R. I. Col. Phar.....	Yes	69	62	62	0	0	0	193	54	0	0	54	Unde- cided

TABLE FOR PART II. (Concluded.)

A.	B.	C.	D.	E.	F.	G.	H.	I.	J.	K.	L.	M.	N.
SOUTH CAROLINA													
Med. Col. S. S. C.....	Yes	21	18	0	0	0	0	39	18	0	0	18	Yes
SOUTH DAKOTA													
S. D. State Col.....	Yes	36	29	3	2	2	0	72	24	4	2	30	Yes 1924
TENNESSEE													
Univ. of Tenn.....	Yes	38	16	0	0	0	0	54	14	0	0	14	Yes
Meharry Med. Col.....	Yes	28	30	23	0	0	0	81	0	23	0	23	Yes 1920
TEXAS													
Univ. of Texas.....	Yes	42	33	3	0	0	0	78	27	0	0	27	Yes
Baylor Univ.....	Yes	66	32	0	0	0	0	98	23	0	0	23	No
VIRGINIA													
Med. Col. of Va.....	Yes	77	40	0	0	0	0	117	34	0	1	35	Yes
WASHINGTON													
Univ. of Wash.....	Yes	68	38	40	9	7	0	162	0	37	9	50*	Yes 1921
State Col. of Wash.....	Yes	90	50	25	10	0	0	175	40	8	8	56	Yes
WEST VIRGINIA													
Univ. of W. Va.....	Yes	22	15	1	2	0	0	40	10	1	1	12	Yes
WISCONSIN													
Univ. of Wis.....	Yes	50	36	13	12	10	5	126	13	0	11	29†	Yes
		5,722	4,247	574	183	26	9	11,053	3,117	300	198	3,673	

* 1 M.S. b D.Sc. in Phar. c Ph.B. d Analytical Chemist. e 1 P.D. f Phar.B.; also 6 T.C., 9 Bact. Certif., 4 Clin. Chem. Cert., and 1 P. and C. Cert. g This number includes one Phar.D. and 20 Certificates of Proficiency. h 1 Phar.D. i This number includes 4 M.S. j This number includes 4 M.S. and 1 Ph.D. k 4 Specials.

ITEMIZATION.

- A—Name and location of College.
- B—Does the college require high-school graduation or its equivalent for entrance?
- C—Number of students in first-year classes.
- D—Number of students in second-year classes.
- E—Number of students in third-year classes.
- F—Number of students in fourth-year classes.
- G—Number of students in Graduate School for Master of Science course.
- H—Number of students in Graduate School for Doctor of Philosophy course.
- I—Total number of students in all classes.
- J—Number of students graduated with the degree of Ph.G.
- K—Number of students graduated with the degree of Ph.C.
- L—Number of students graduated with a bachelor's degree.
- M—Total number of graduates.
- N—Will your school adopt or require a minimum three-year course this fall?

PART II.

The second part of this report, as mentioned before, relates to the examination and licensing of state board of pharmacy candidates. It will be summarized for reading, but complete data is appended below for publication.

Item A gives the name of the state.

Item B shows the total number of candidates examined for major license between June 1924, and June 1925. The results show that 8863 candidates were so examined, and of this number, as shown in Item C, 4240 were successful. During the same period a total of 4932 applicants (Item D) appeared for examination as Assistant Pharmacists, and 2939 (Item E) were granted license.

Item F asks the question: "Does your state register applicants by any other means than by examination or by reciprocity?" The answers reveal that eight answer "Yes" to the question but only two explain what other plans are used. The remainder answer "No."

Item G gives the number of major licenses granted during the year by reciprocity. The number is 953. Item H gives the same facts as to Assistants, but only one such license was granted, that being in Michigan.

Item I reveals the total number of licensed pharmacists in the various states, but in several instances the answers were merely approximations since in such states pharmacists are not required to renew their licenses annually, and there is no plan in effect for keeping a strict record of those in practice. However, the total number shown in this report is 113,928. (As will be mentioned later, reports could not be secured from Nevada, and the exact number of registered pharmacists in this state cannot be given here.) Item J deals with the number of Assistant Pharmacists, but here again a few approximations are found, so that the figures given are not necessarily accurate. The number shown is 12,822. It is to be observed that over one-tenth of the total number of pharmacists are those of assistant grade.

Item K, the final one in this report, records the passage of laws during the year which affect the drug business. Twenty-eight states passed no laws relating to pharmacy. In Kansas, Minnesota, New Hampshire, and South Carolina laws were enacted making it illegal for any persons other than pharmacists to use the words "drugs," "pharmacy," "apothecary," etc., as a part of their corporate title or in advertising their business. New Jersey now demands one year of college work for license as Assistant Pharmacist; it also requires U. S. citizenship of all applicants; and it limits to four hours in each twenty-four the amount of time an Assistant may be in charge of a store. South Carolina perhaps secured the greatest amount and the most favorable legislation of any of the states last year. The Board there is now empowered to give candidates without drug store experience the examination and withhold license until the requirement is satisfied; it is allowed to raise its examination fees; it is authorized to employ such a number of inspectors as can adequately patrol the drug stores of the state. Other enactments are mentioned in the detailed report. In Michigan the enforcement of the Pure Food and Drugs Act is transferred to the board of Pharmacy.

ITEMIZATION.

REPORT ON BOARD EXAMINATIONS AND LEGISLATION.

A—Name of state.

B—Number of candidates examined for major license from June 1924 to June 1925.

C—Number of such candidates successful.

D—Number of candidates for license as Assistant Pharmacist during the same period.

E—Number of such candidates successful.

F—Does state grant license by other means than examination or reciprocity?

G—Number of major pharmacists registered during year by reciprocity.

H—Number of assistant pharmacists registered during year by reciprocity.

I—Total number of registered pharmacists in state on June 1, 1925.

J—Total number of assistant pharmacists in state on same date.

K—Were any new laws affecting pharmacy enacted during year ending June 1, 1925?

TABULATION FOR PART II.—EXAMINATION AND LICENSURE OF CANDIDATES BY BOARDS OF PHARMACY.

A.	B.	C.	D.	E.	F.	G.	H.	I.	J.	K.
Alabama.....	100	40	12	7	No	14	0	2,827 ^a	481 ^a	Prereq. in 1927
Arizona.....	53	30	23	10	Yes	10	0	575	35	No
Arkansas.....	413	120	0	0	No	9	0	1,000	0	Yes
California.....	493	225	620	426	Yes	0	0	8,000	700	No
Colorado.....	101	31	11	5	No	40	0	1,357	77	No
Connecticut.....	204	99	197	99	No	7	0	1,337	392	No
Delaware.....	18	11	13	10	No	2	0	281	47	No
Dist. Columbia.....	118	28	0	0	No	26	0	600 ^a	0	No
Florida.....	97	19	0	0	No	77	0	1,218	0	Prereq. in 1928
Georgia.....	314	180	0	0	No	15	0	3,000 ^a	0	No
Idaho.....	37	18	0	0	Yes	16	1	682	1	Yes
Illinois.....	538	217	276	144	No	125	0	6,438	721	Ownership Law
Indiana.....	195	145	151	133	No	16	0	3,677	318	No
Iowa.....	98	50	0	0	No	21	0	4,140	0	No
Kansas.....	128	57	35	23	No	21	0	2,163	50	Note 1
Kentucky.....	321	82 ^o	56	20	No	15	0	1,659	199	No
Louisiana.....	273	80	17	54	No	28	0	2,200	768	Prereq. in 1927
Maine.....	102	33	2	1	No	2	0	600 ^a	30	Note 2
Maryland.....	97	50	69	37	No	9	0	950 ^a	?	No
Massachusetts.....	377	49	221	82	No	13	0	7,359	2,235	No
Michigan.....	364	149	273	198	No	40	1	4,627 ^a	3,585 ^a	Note 3
Minnesota.....	150	48	169	72	No	11	0	2,100	350	Note 4
Mississippi.....	38	22	0	0	Yes ^b	20	0	500 ^a	?	No
Missouri.....	224	166	225	154	Yes ^d	54	0	5,415	499	No
Montana.....	55	28	0	0	No	7	0	687 ^a	2	No
Nebraska.....	115	91	0	0	No	14	0	2,428	0	No
Nevada.....	61	32	9	8	No	6	0	526	34	Note 5
New Hampshire.....	29	16	0	0	Yes	7	0	877	0	No
New Mexico.....	408	79	294	67	No	95	0	4,000 ^a	?	Note 6

TABULATION FOR PART II.—(Continued.)

A.	B.	C.	D.	E.	F.	G.	H.	I.	J.	K.
New York.....	979	678	964	639	No ^c	0	0	12,000 ^a	?	3-yr. Prereq. in 1928
North Carolina.....	50	40	3	2	No	23	0	1,062	6	Narcot. Legist'n.
North Dakota.....	15	10	5	5	No	2	0	750	75	No
Ohio.....	281	198	171	138	No	28	0	4,756	588	No
Oklahoma.....	36	15	1	1	No	27	0	2,500	264	No
Oregon.....	67	63	2	2	No	36	0	1,601	19	Yes
Pennsylvania.....	654	402	927	499	No	13	0	5,700 ^c	?	Note 7
Rhode Island.....	?	?	116	51	No	?	?	464	414	No
South Carolina.....	48	29	1	1	Yes	6	0	1,000	5	Note 8
South Dakota.....	67	37	16	16	No	2	0	919	56	No
Texas.....	423	143	0	0	No	?	0	4,930	71	No
Utah.....	31	18	4	2	No	10	0	587	51	No
Vermont.....	26	10	?	9	No	3	0	472	110	No
Virginia.....	61	38	41	20	No	13	0	1,363	114	No
Washington.....	123	69	0	0	Yes	27	0	2,022	2	No
West Virginia.....	79	35	8	4	No	15	0	2,259	523	No
Wisconsin.....	380	249	0	0	No	12	0	320	0	No
Wyoming.....	22	12	0	0	No	16	0			
	8,863	4,240	4,932	2,939		953	1	113,928	12,822	

^a Number estimated by the Secretary of Board. ^b Registered on diplomas. ^c Registered only by examination. ^d To graduates of U. of Miss. ^e However, 62 were given 'assistant's' license. ^f The assistant figures are included in the numbers 380 and 249.

Notes applying to preceding tabulations.—1. Law passed limiting to licensed pharmacist the use of the words "drug store," "pharmacy," etc., as title of store or in advertising. 2. Applicants hereafter must be U. S. citizens, of age, and have 2 years high-school education. 3. Enforcement of Pure Food and Drugs Act transferred to Board of Pharmacy. 4. Same as Note 1 and 2. 5. Same as Note 1. 6. Requiring one year college work of Assistants; demanding U. S. citizenship of applicants; limiting to four hours in twenty-four the time an assistant may have charge of store; increasing examination fees, etc. 7. Apprentices must register with Board; experience requirement reduced from 4 to 3 years; examination fee increased, etc. 8. Allowing graduates to take examination and obtain experience later; allowing physicians and persons with ten years' store experience to take the examinations; raising examination fees; requiring annual renewal of license; providing for full-time inspector; repealing Act giving persons with 20 years' store experience license as pharmacists; and finally passing law described in Note 1.

Motion was made by R. A. Lyman, and duly seconded, that the Secretary's report be received. Carried.

William C. Anderson said he appreciated the work on this report by the Secretary, that the data were of importance in legislative work and mapping out new courses in colleges of pharmacy. It is valuable information to have the number of college of pharmacy graduates and of the candidates before state boards of pharmacy. He moved that reprints be made of the report.

W. Bruce Philip seconded the motion, and suggested that reprints of the address be sent to pharmaceutical publications. He said that reports of this kind made coöperation possible in legislative matters, in state board work and by colleges of pharmacy.

Clyde L. Eddy said that such material should be made available for all pharmaceutical publications, and he hoped to have a copy of the report for publication.

William C. Anderson said the publication of the report in the journals throughout the country would give general publicity and save the Association the cost of having reprints made.

Editor Eberle said he would be glad to have the report set in type and send galley proofs to all pharmaceutical publications desiring them; this is frequently done by the ASSOCIATION and the papers have been supplied with reports in this way.

R. A. Lyman said, as mover of the motion, that he would accept the amendment to furnish the report to pharmaceutical publications.

The motion carried to have the report sent to the press as suggested.

Secretary Beard said that several reports from several states were lacking and this would occasion some delay—that Editor Eberle would have the report set in type as soon as it came into his hands and distributed as carried by motion.

Chairman Mansfield appointed Messrs. Philip, Rudd and Bachman members of the Committee on Nominations.

A paper on "Education for Profit" by W. F. Rudd was read. (It is printed in September JOURNAL.)

At the request of Chairman Mansfield a paper by C. O. Lee on Pharmacy in China was presented, verbally. A vote of thanks was tendered the speaker. (It will be printed in a later issue of the JOURNAL.)

"The Value of a Museum of Industrial Arts in Teaching Industrial Pharmacy" was presented by E. V. Kyser.

The speaker had with him many photographs of the exhibits in the Museum of Industrial Arts of the University of North Carolina. He stated that raw products, goods in process of manufacture, and finished articles were part of the exhibits. It had required considerable correspondence to inform manufacturers just what was wanted. He explained that the section of volatile oils, etc., supplemented the exhibit of perfumes and synthetic aromatics. The displays show manufacturing processes, apparatus, etc. The exhibit of coal tar products is arranged in a related way; everything that is part of the industry is displayed or explained. There are also exhibits of the pharmaceutical industries—products that enter into the manufacture of capsules and pills; even a display of so-called patent medicines, made in North Carolina, is included in the exhibit. In order to show the relation of other activities the displays include natural resources, largely used in other industries, such as cotton, hemp, iron, etc. The speaker explained how these exhibits were utilized for giving the students information on the subjects represented in the displays.

E. G. Eberle said that museums were valuable aids in communicating information and in promoting research. The displays of crude products, of steps in manufacturing processes, and the resultant refined or synthetic product were certainly helpful to both teacher and student.

Chairman Mansfield said that the application of the idea presented so well by Professor Kyser would prove valuable to pharmacy teachers. The exhibits interest the students and give them information and conserve the time of the lecturer.

Secretary Beard said that this method was of great value at institutions located in centers where there are no manufacturing establishments. He referred also to the work involved in getting together the material for the exhibits; he stated that the photographs did not give an adequate idea of the time and work Professor Kyser gave in their preparation.

EDITOR'S NOTE: Some of the papers of this Section have been printed. Discussions will accompany papers.

G. A. Bergy commended the plan and said more schools should adopt the idea.

The author of the paper stated further that the library facilities at Chapel Hill will be very large and the displays will be arranged with reference tables, books, catalogs and price lists, so that students can get all the information obtainable on the subjects which are part of their studies.

The author was thanked for his valuable contribution to the program of the section.

A paper by Seneca S. Smith on "Making a Pharmacist" was read; it is published in the October JOURNAL.

A paper by Frederick J. Wulling on "Pharmacy Teacher-Training," in the absence of the author, was read by title—it is published in the September JOURNAL, p. 797.

Robert J. Ruth presented a resolution expressing approval of Sir William S. Glyn-Jones' activities in connection with price-maintenance.—See minutes of the final session of the House of Delegates, in October JOURNAL.

The first session of the Section on Education and Legislation was then adjourned, for the purpose of re-convening and holding the second session.

SECOND SESSION.

The second session of the Section on Education and Legislation was called to order by Chairman Mansfield, soon after adjournment of the first session. The report of the Committee on Nominations was called for and presented by Chairman W. Bruce Philip, as follows:

Chairman, John G. Beard, Chapel Hill, N. C.

Secretary, H. M. Faser, University, Miss.

Delegate, M. N. Ford, Columbus, Ohio.

F. H. Freericks moved that the report be accepted and that the Chairman of the Committee cast the favorable ballot of the Section for the nominees. The motion was seconded and carried.

Chairman-elect Beard spoke for greater interest in behalf of this Section; he said the Section had a great field in legislative matters and in it the colleges not holding membership in the American Association of Colleges of Pharmacy had an opportunity to discuss their problems and that there are many other questions which can be made subjects for profitable discussion.

Mr. Eberle thought the Section had done very well; the Chairman's address, the Secretary's report and the paper by Professor Kyser were certainly of great value.

F. H. Freericks said that questions could be submitted to state associations and these bodies could come here with educational and legislative problems. "It was in this section that the Model Pharmacy Law was prepared and there are other questions," he said, "that could be studied in which all the states would be interested."

William C. Anderson thought that if state associations were advised in advance of the annual convention what legislative or educational subjects would have consideration, they would become interested and, as a result, the House of Delegates could serve a greater purpose.

W. Bruce Philip said that a letter might be addressed to a number of schools asking for the contribution of papers for the discussion of an educational problem, and in that way not only arouse interest but thereby bring valuable results.

G. A. Bergy said that the curricula of pharmacy schools might be discussed with a view of coördinating them, eliminating unnecessary subjects or adding others.

Charles O. Lee thought that educational subjects should have a larger part in the program of the Section.

W. Bruce Philip moved a vote of thanks to the officers of the past year; seconded by William C. Anderson.—Carried.

The second session of the Section on Education and Legislation was then adjourned.

SECTION ON COMMERCIAL INTERESTS.

The first session of the Section on Commercial Interests was called to order by Chairman W. Bruce Philip at 9:00 A.M., August 28. He said, in part:

"The meeting of this Section is for the benefit of the members and if the views of the hearers differ from those of the speakers, they should enter into the discussion of the addresses. When I accepted the chairmanship of this Section last year I expressed the hope that in this Section help would not only be given retail pharmacists in general but assistance to Iowa druggists in particular in the solution of some of their problems, in that way bringing about a greater interest of the retailers in this Section and in the Association. This morning's program has been reserved

for the local pharmacists so that those from elsewhere may speak from experience to them and explain how problems that disturbed Iowa pharmacists were handled by them. This should have real value—profiting by the experience of others and coördinating the several plans would strengthen the organizations where they are now weak.

“The meeting will open with two addresses by speakers from distant points—New York and California. Freely criticize these plans, as given by the speakers, and in explaining your views and problems let us see if we cannot leave this meeting with results that are of value and benefit, and will make us realize that pharmaceutical associations are worth while.

“The next session will approach subjects of commercial interest from another angle—speakers will tell us of our faults and shortcomings and give us some new ideas, as they are engaged in other activities than ours. We will hear first from Mr. Judisch.”

Mr. Judisch said, in part:

“As our able Chairman has stated, this is an excellent opportunity for the Iowa druggists in particular and the druggists of the nation in general to have their problems discussed and learn how other druggists solve the same or related problems. The problems of the Iowa druggists are not very different from those of Maine or Washington. These discussions should prove profitable; those present will receive many valuable suggestions and help by means of which they will be able to solve partially or completely many of their problems. A situation that obtains in the cities of Iowa, and possibly elsewhere, is that of long hours. The stores are kept open much later than is necessary. Another evil of the cities is the cut rate. These are not new problems—they are old, but they remain unsolved in many communities, and, speaking for my own state, Iowa, I feel that there is an unfortunate lack of harmony. The spirit of coöperation is undeveloped; petty jealousies generally do much damage, help no one, and should be removed. Coöperation exists among the minority and it has been my experience that the men who offer the most criticism about the state and national associations are those who never attend. They claim that they are unable to derive any benefit from their state or national association. How can they, if they remain at home? I am surprised at the small attendance of the Iowa druggists here, which indicates the evanescent enthusiasm with which an opportunity to solve their problems is received. But the absent ones are the losers; they deny themselves the right, the privilege to receive information on subjects they constantly have in mind and they admit their inability and incapability of solving them unaided.

“These are only extemporaneous remarks, but they express how I feel about it; I am not so greatly surprised because the experiences of some of our state associations are simply verified. We have a splendid attendance there, but some of the special features that come up do not develop the enthusiasm they should.”

Chairman Philip said the cut-rate problem has been with us a long time. Attempts to solve it have been made ever since cutting of prices began, and some may be disappointed; nevertheless he believed things were better to-day than ever before. In his opinion no organization work for commercial betterment is in the lime-light more than what may be termed the issuing of credentials or a card by the retail or local organizations to the manufacturers or distributors of nationally advertised and other products. “In New York they are issuing such cards and, perhaps, no one is better qualified to explain,” he said, “what they are now doing there than Dr. Jacob Diner, who will speak on the subject, and, at the conclusion of his address, he will be very glad to answer any questions relating to the practice.”

COURTESY CARDS.

Dr. Diner spoke as follows: “The subject on which I am asked to speak is of great interest to every pharmacist, whether engaged in the retail drug business or not. To begin with, it is axiomatic that a man or woman who is free from financial cares, no matter how indolent or how indifferent they may be towards public welfare, will thereby, nevertheless, be at least in a position, even if there should not be the desire, to be a better citizen and an asset to the community wherein they reside.

“Financial care and worries, interference with freedom of action, the lack of time rather than opportunity, are necessarily associated with the daily struggle for mere existence and nullify any altruistic work which one may be inclined to perform on behalf and for the benefit of the citizenry in general. It is this financial distress, this daily care and worry which, in my opinion, is

responsible for the lack of coöperation and interest in our respective governments by the citizens. It is true that there are many who could afford both the time and the money who keep themselves aloof from general and specific politics and policies, but it is equally true that there are some who have the ability and have the time and the means to participate in the government, and are making useful citizens and helping to improve the government and, therefore, the welfare of its people.

"Pharmacists of to-day can be classified as men and women who do not take an interest in any government whatsoever, to any great extent, and when I speak of government now, I am speaking of the government of their city associations, of their state associations, of their national associations, and then beyond that the government at large, because as I said, they lack the means and the time—not always the will. The will may be there. Therefore, if we can improve the status of the pharmacist, we make of him a better citizen and if we make a better citizen of the pharmacist, we make of him also a better pharmacist, a better servant to the community. For service is the greatest thing that one can perform.

"The conditions which the previous speakers have mentioned are not new; as they have said—they date back many, many years. They complain of the lack of interest of pharmacists in professional endeavors and the professional side of the business. Again, coming back to more recent dates, we find that a branch of the AMERICAN PHARMACEUTICAL ASSOCIATION separated itself from the association because they saw the need of coördinated and sustained efforts to make the financial returns of pharmacy more lucrative, so that a pharmacist may take and may be able to take an interest in the professional side, and formed that wonderful institution that has labored and worked hard ever since—the National Association of Retail Druggists. That organization again has had its many phases of ups and downs, usually brought about on the one hand by the cry of the retailer for better conditions and retarded by the lack of interest of that same retail pharmacist who is crying for the improvement of his conditions. It behooves us, therefore, in this organization, as well as in the National Association of Retail Druggists, for the best interests of the public and for the best interests of professional pharmacy, to take an active interest in improving the condition of the pharmacist and, to begin with, making his lot a happier and a more lucrative one.

"It is unfortunate that our legislators at Washington failed to consider the interests of that part of the country which is engaged in and concerned with retail merchandising. There are many safeguards placed around other useful endeavors, but no precautionary measure ever has been taken by Congress to help the merchant and indirectly, or I might really say directly, help the public. The very opposite has been the case. We have been fighting for years for price maintenance legislation of some sort which would protect, as I shall presently show, the consumer most and foremost, would assist the retail distributor and insure to the manufacturer and his invested capital a fair and reasonable return and honest and legitimate coöperation. This failure of legislation has not been due to a lack of demand for such legislation. It has been due primarily to the influence of a few and I will try and do them justice by saying that they are not doing that primarily for their own selfish interests, but because they fail to realize that a resale protective measure would be a benefit to them as well as to the public; I am deliberately putting the statements in this order because we cannot deny the fact that self-interest comes first and altruistic ideals and ideas second, though it should be the reverse.

"Not long ago a message was brought to this country by a man who thirty years ago was unknown, who maintained a small store in a suburb of London, I believe, and who got tired of being the cat's paw of the manufacturer, of seeing how far he could cut his prices in order to meet the cut prices of his neighbors, and who rebelled and gave his services to the community so that it might benefit thereby, and the pharmacist also. He stated that when he began his association work—and it made me feel quite at home when he said that—he knew about six pharmacists to speak to, and to use his own expression, he said, 'And you can bet your bottom dollar, my nearest neighbor was not one of them.' How accurately he describes conditions in the United States. How many of you speak to or know your neighbors? You may speak of them and you may talk about them, but you hardly ever speak to them. They have the conception that you are no good and you return in kind, so that there is mutual distrust where there should be coöperation, honesty and friendship—for we are all engaged in the same thing, that of giving service to the community. He began his work and his work was done along about the same lines that we in the United States began. He began his work at the source where it should be begun—by getting the retailers to-

gether into an organization. Now we have a number of organizations in the United States—city, state, and national—but they are organizations in name rather than in fact, not by any means due to the lack on the part of the officers of those organizations, but due to the lack of the interest of the pharmacists, due to the lack of the appreciation that through coöperation more can be obtained than by dissension and strife. He succeeded in getting a number of pharmacists in line, and he succeeded in educating manufacturers to the fact that the man who expects services for nothing is apt to be disappointed. He taught the manufacturers, one at a time, that they could not expect coöperation or enthusiasm from a retailer who was called upon to sell the goods of that manufacturer at a price which did not yield a living profit to the pharmacist. Can you conceive of your clerks or of your other employees, in store or home, doing enthusiastic work for you when at the end of the week or the month you give them a thank you and a smile instead of a salary or wage? How long would your clerks stay in your store without pay? And yet the retailer remains in harness, sells the goods for the manufacturer with the connivance of the manufacturer, at a price which does not even allow him to cover his overhead, let alone leaving a net profit. This lesson William S. Glyn-Jones brought to the manufacturer. After two years of hard work he succeeded in getting twelve of the minor manufacturers of proprietary articles to see the wisdom of protecting the resale price of their merchandise.

“I am going to say a very unkind thing about the pharmacist, and before I say it I want to assure you first that I have been behind the counter long enough, nearly thirty years, to know the condition of pharmacy and to know the pharmacist, and I have been in association work longer than that; I have always had and have now the greatest sympathy for the pharmacist, but it is not a kindness to tell a man nice things about himself that are not true and to hide his faults. A friend is he who tells you your shortcomings, and so I am going to say what I started to say; the retail pharmacist has what I have termed a slot-machine mind. He wants to put the penny in the slot and see the chewing gum or the piece of chocolate come out at the bottom right away. He is impatient and I don't quite blame him because he has suffered long, awaiting the millenium. As soon as he has put his signature down on the application blank for membership in the association, even though he doesn't expect to and frequently doesn't even pay the dues that are more or less expected to accompany or follow the application, he expects to derive benefits from the association.

“And so the British pharmacist, not differing in any way from our American pharmacist, was dissatisfied with the result of two years' work, but to-day, after 30 years of hard work and unselfish sacrifice on the part of this man, no doubt with the aid and coöperation of other similar altruistic workers, they have a condition in Great Britain whereby no proprietary medicine may be sold at less than the price stipulated on the package. They succeeded even better than that by passing a law to that effect, and to-day a man who sells any one of the 4000 P. A. T. A. articles below the price is deprived of any of those 4000 articles in his store. They go still further; they protect the manufacturer to the extent that any one who tries to substitute on those articles also loses the privilege of purchasing any one of those four thousand items. That is coöperation, and for the work—for which we, in the United States, may be cited to appear before this and that and the other commission—in England he was ‘punished’ by being knighted by the King, and he is now Sir William S. Glyn-Jones.

“Now, in the United States we cannot hope at the present time for such legislation, and again we must trace back the cause to ourselves—because, a government is as good as the people want it. If we send men to our state legislature to represent us, if we send men to our national Congress to represent us, and they fail to do so, we may not be blamed the first time because we did not know the men so well, but if we keep on, repeatedly, returning those men to Congress, then we are guilty of failing to establish a government for the people, of the people, and by the people, and we have no right to quibble at those Congressmen, since it is human nature, not the highest part of human nature, but still human nature, to try to get away with things as long as possible, and until we take an active interest in our legislative representatives, until that time we have no right to criticize them, but we must blame ourselves. So, in the absence of enlightenment on the part of our legislative representatives, we must do something for the pharmacist.

“We cannot and may not use strong methods, and I am not a believer in strong methods, but we can use educational methods, and after all they are more useful. So we began a campaign of education, first among the retailers to awaken in them the spirit of coöperation, to educate

them to the effect that combined they are a power which no one could resist for any length of time—a power, both politically and commercially, and we united them slowly, one by one, into a concrete organization. Speaking for New York, I will say that it is perhaps a unique city, equaled perhaps only by Chicago. It is a city of nations and not of a nation. It is a city of languages and not of a language; it is a city of peculiar interests. We can almost point out the various nationalities in the various sections in which they live. Then again the distances are quite considerable, so it is impossible to have a single organization in Greater New York. We have in New York, therefore, about 24 or 26 associations of retail pharmacists. For a long time on the commercial side they acted independently of each other, and the members, in turn, also acted independently of each other. For matters pertaining to and affecting pharmacy as a whole we had established a sort of clearing agency. I believe it started with an ordinance of some erratic commissioner, unless it was the telephone question which preceded that of the Board of Health. We called together one man from each organization to act as a committee so that we could appear before authorities of that kind and present our side, always with the view of protecting public welfare and public interest, and with the view of ameliorating unnecessary hardships placed upon the pharmacists by orders, rules and regulations which had not been carefully thought out; we found a receptive welcome and went along those lines for a number of years, doing splendid work. I believe Dr. Anderson sacrificed something like twelve years of his time as chairman of the Conference. Other men coöperated with him, and some good work along altruistic lines was done.

“During the war we were, necessarily, compelled to take a more active interest in certain phases which were purely commercial, such as providing pharmacists with sugar which they badly needed and on which you recall there was an embargo, and a limit; the Conference saw to it that a proper supply of sugar was at hand and a proper distribution made, so that no one could hoard and deprive another one of the limited amount of sugar which he needed. Within more recent times, after the deflation of the forced prosperity of the war and other causes which you know as well as I and, therefore, it is unnecessary to mention, the pharmacist was on his feet again, meaning that he sold his cars and had to walk, and he began to take a more active interest in his cash register from the point of view of the terms on his drug merchandising and on his prescriptions. He found that there was very little money to take an interest in, and then he naturally began to ask the usual eternal question that every man asks—What are you doing for us?—meaning the unpaid officers, the men who were giving their time and spending their money so that the lot of the pharmacist might be a more pleasant one. So we extended our education from the retailer to the manufacturer and to the wholesaler. We endeavored and still are endeavoring to point out to the manufacturer of a legitimate article, because we are also censoring that part, we are endeavoring to point out to him that self interest is the greatest of all motives, and that the pharmacist who is asked to sell an article at a loss is not apt to be over-enthusiastic about that article. He is apt to reawaken that dormant nucleus of salesmanship which is inherent in all of us, to the end that he would prefer to sell a profitable article to the customer who comes into the store by the advertisement of the manufacturer, who seems to take no interest in the welfare of his employee, the retail pharmacist—his unpaid employee, if you please.

“Not knowing very much about what had been done in England and only very little about what had been done long before we started—in Alameda County by Bruce Philip and his co-laborers—we began to weed out the sheep from the goats in the way of the manufacturers. We said, we must establish some agency by which we can let the pharmacist know as to what manufacturer is playing fair, and I think that is a proper expression to use, because it is unfair to ask any one to give, give, give, and get nothing for it. We tried to develop an agency whereby we could convey this information of fair dealing on the part of the manufacturer to the retail pharmacist. Many methods can be employed, but again knowing the psychology of the pharmacist, knowing that, while he may subscribe to a journal, he is careful not to read it, probably doesn't even open it, we had to give him something that he could see without effort and so we devised what is known as the Courtesy Card. That card, to be perfectly fair, did not originate in the Conference, but in a local organization, and the Conference took it over and improved on it, because the local organization did not handle the thing quite right. I was going to say quite fair, but that might be misinterpreted. The criticism we made, and they saw it, was of their insistence that the salesman who wished to sell goods in their district, and it was a district by itself,

must join the salesmen's auxiliary association and pay a fee for the card. That we did not consider proper. We do not want any money from a manufacturer that we don't earn, and the only way we wanted to get the money was on the profits made on the merchandise of that manufacturer. We did not believe it was fair to penalize the salesman by making him pay dues, so we developed the Courtesy Card, through our committee on trade and welfare and through the good work of the chairman of that committee, Mr. Gesoalde. That says, 'This will introduce Mr. ———, representing the A. B. C. Co. Any courtesy extended to him will be greatly appreciated.' It is distinctly a courtesy card, a card of introduction. Next, on what basis would that courtesy card be issued? Clearly on the basis of fair dealing and fair play. We sent out circular letters to the manufacturers setting forth the fact that the manufacturer whose goods are a play ball in a retail store depreciates his article because the public does not know whether that article is mispriced or not. Take an article that has a selling price on its outside of 60¢ and is being resold for 29, 30, or 31 cents. Isn't it logical that the buyer, the consumer, would ask himself the question, 'Is that article a 60¢ article?' 'Can it be a 60¢ article when I get it for 29, 30, or 31 cents?' or, 'Is the man robbing me in order to obtain an unearned and an unfair profit?' That is item 1. You are all buyers at one time or another. If you go to a store to buy a hat that has a price mark on it of \$5.00, and you buy it for \$2.50 or \$3.00, you not only wonder, but you know that you haven't bought a \$5.00 hat, and so the public confidence in that article is diminished, and thereby the sales of that article naturally diminish. So much as far as the public is concerned, but I am not quite finished with that, because the public pays in the long run. If we have to sell, as we do, nearly 80 per cent of our merchandise at a loss on priced articles; if we have to pay our rent, our clerk hire and, probably, we want a meal once in a while ourselves, we can't afford children, and the landlords won't let you in with children anyway—we have to make up the necessities; mind you, that is all we are trying to make—the bare necessities of life, on those articles which have not a definite resale price, and what are they? When you summarize it all it comes down to this point, they are the articles which are needed, which are a necessity in the sick-room, the prescription and the sick-room appliances of that kind, and we do know that the greater number of sick people are among the poor or the less wealthy, and so we tax the poor and the less wealthy so that those who can afford luxuries can purchase them at a reduced price. Is that fair? Is it fair for a manufacturer to expect that his retailer, his distributor, shall do that, shall steal from Peter, not borrow? He steals from Peter to enrich Paul. Now we come down to the retailer himself, and his relation to the manufacturer.

"Does the manufacturer get a fair return for his investment and his advertising when at least 20% of the trade that he sends into the store is diverted to other articles? He certainly doesn't benefit by it, and yet can you blame the pharmacist when, in a struggle for existence and a struggle for the bare necessities, he uses that kind of salesmanship in order to make more profit by the sale of a non-advertised article in place of the advertised article that the customer came in to buy. Do you blame the pharmacist when he refuses to give the best and most expensive part of his store—his show window—for the display of merchandise on which he is right at the beginning bound to lose money—making a present of his rent to the manufacturer, giving him advertising for which he is not being paid? So the manufacturer doesn't benefit by a cut-rate war profit.

"I have a soft spot in my heart for the wholesaler, and I think every pharmacist should have a soft spot in his heart for the wholesaler. He kept me in business for many years. When I couldn't pay in 30 days, I paid in 60 or 90 and only a part on that. We are doing business on the wholesaler's money. What is more, he is giving us service. 'Send me 1/12 of a dozen, I want it quick'—I get it. We have no quarrel with the wholesaler, but what does the wholesaler have to do as a matter of self-protection to give the retailer a little profit on the merchandise which the manufacturers provide for? He in turn robbed himself and gave of his meager discount to the retailer so the retailer could meet the competition of the cut-rate stores, and we feel that that is unfair; it is unfair to the wholesaler; it is unfair to us because to beg, to receive all the time and give nothing, is humiliating to an upstanding human being, and so we said to the wholesaler, when you create a condition where your article will give us a living profit—we not only will not, but we cannot afford to take anything away from the wholesaler, and that in turn is going to give better service to the wholesaler, because the retailer must depend on him for merchandise. No wholesaler who makes a living profit on a given article, standard article, can stock that article in such quantities so that when I want 1/12 of a dozen, or gross, he can send it quickly; he has it, and there-

by the manufacturer benefits because the customer gets the article he calls for and when he calls for it, so that there is a chain of mutual benefit for all four, the public, the manufacturer, the retailer, and the wholesaler—when an honest article is honestly priced, giving an honest living profit to any one who is called upon to give service in the sale thereof. This educational program we laid before the manufacturers and the wholesalers by circular letters, and we stated that in order to acquaint the pharmacists with the policy of each manufacturer, which the individual retailer could not possibly ascertain, we would act as a clearing house and find out what the policy of a given manufacturer was. We taught our retailers that this was the psychological moment to assert their demands, their legitimate demands, in a legitimate way. Every individual in the world, and particularly in this country, has the right to freedom of individual action. No one can compel me to give you service if I do not care to give it. And so we impressed that upon the pharmacist, that he had a right to know whether the manufacturers are giving him a profit. We told him when we had issued a card for a given house to its salesman that those goods were protected by the manufacturer. I must state that these cards are issued monthly, of different color each month, with the month printed on the cards, and they bear the name of the salesman and the house which he represents, so they can't swap cards. A. has gone in and made a sale and then B. waits outside and he passes the card to him—they can't do that, so we educated the pharmacists to ask for the Conference card. We did not at any time intend to or say to a retailer, 'You must not buy from any one who has not the card.' That would be boycott; that would be collusion; it would be a combination in the restraint of trade, and we wanted to act within the law. We do not intend to and we do not do anything that is not legal. We publish and are publishing a monthly journal which brings the names of all of the manufacturers and all of the wholesalers who are playing fair with the retailer to his attention. We do not ask anyone to come and get the card. They come voluntarily, and we determine the business policies of the individual house. Our personal policy is that with the Harvard Bureau of Research figures before us, showing an overhead of 30% as the overhead in a retail pharmacy in the United States, we feel that a packaged article should yield not less than $33\frac{1}{3}$ per cent profit, giving the retailer $3\frac{1}{3}$ per cent net profit, and my friends, please bear in mind that gross profit means that which is left over the sales price after the cost of the goods has been considered or, to make it specific, an article that sells for \$1.50 must cost you not more than \$1.00 in order to give you $33\frac{1}{3}$ % as the minimum profit. The salesmen have a different way of figuring things. I don't think they figure their salaries that way, but they figure for the pharmacist that way. According to the salesman, if you buy an article for a dollar and sell it for two, you have made 100 per cent. You can't make 100% profit if you have the goods for nothing, have no rent or clerk hire to pay, no gas or insurance.

"We, furthermore, tried to ascertain (get that straight, we don't ask them to accept or adopt, we try to ascertain) what the business policy is of that house after the price has been determined. We are opposed on general business principles to an article that costs beyond the ratio 2-4-8 on the basis of 25-50- and \$1.00, the old principle and, then, as I said, we want to find out what legitimate means the manufacturer employs to see that an article, for his own benefit, for the benefit of the public, the wholesaler and the retailer, is not made a football of commerce. We don't ask him to do it; we don't tell him how to do it; we want to know, does he do it? and how does he do it? and when we have ascertained the attitude of this manufacturer, we are acting just in the same capacity as the man who goes to the bank for a loan. That bank does and has a right to find out the policy of a merchant, the object of his loan, and his general standing before he is given credit, and he has the right to give or refuse. Since ours is a voluntary bureau of information—you might call it a business method credit system if you want to call it that, a policy system—that policy is laid before the Committee on Trade and Welfare, and it either approves or disapproves the issuance of a card.

"Just a word about the Committee on Trade and Welfare. Our Conference consists of delegates from the 24 constituent organizations; it is incorporated and responsible. Each association is allowed to become a member and an association must have been in existence six months and must have not less than 25 members. That association makes application to the Conference; it is investigated and, eventually, admitted if found worthy. The Association is privileged to send two delegates for the first 100 members or part thereof and one additional delegate for each 100 or part thereof, but not more than five delegates from any individual association, so that an association cannot dominate the work or the policy of the Conference. The entire interest of

pharmacy must be considered, and localities vary in their interests. These delegates attend the meeting which is held once a month, excepting in July and August; however, this year we held meetings in July and August also. These delegates determine the policy and the action of the Conference, a three-fourth vote of the associations represented, making it binding upon the other organizations, and in matters of policy of important changes the delegates, who are not appointed with power, refer it back to the individual association for approval or disapproval, and again a three-fourth vote makes that binding. In each of these associations they have a committee on trade and welfare, and the chairman of that committee, who presumably is familiar with trade conditions in his locality, becomes a member automatically of the committee on trade and welfare of our Conference. In this way, we feel, we have a comprehensive and intelligent body of men thoroughly conversant with the conditions in their own locality and able to assist other associations. Now, to carry that on requires something that the pharmacist isn't very familiar with—money. Bear in mind that all the workers work for the love of the work. We haven't a paid officer in our organization, but we have to pay for office expenses. The post office department insists on being paid for stamps, etc., and so on, and you know just how easy it is to get dues from the pharmacist. For a long time we worked with the office in our stores. We had to give them a smell of chewing gum before they would put in the nickel or penny, and until we began to show results we felt that we could not ask for something with which we could conduct our business in a dignified way. I might say that for a number of months after this card was introduced, the manufacturers or their representatives were interviewed in the back room of Mr. Gesoalde's drug store, because we had no other place; for a while he was making the records on the typewriter with one finger, but that we have done something must be quite clear to you who know the psychology of the pharmacist, when I tell you that the men who asked, 'What are you doing with the \$2.00 State Association money?' which they didn't pay; are today paying \$30.00 a year dues. They are not paying it to the Conference, if you please, they are paying it to their own organization, and that organization contributes \$10.00 for each store member into the treasury of the Conference. With a membership of about 4000, that easily figures around \$120,000, which we may or may not get. If we got only one-third, we can conduct an office on 40th and Broadway for which we pay rent of \$1500, we have a stenographer and file girl, and we are now putting on an assistant—whose duty will be partly clerical and partly organizing, keeping in touch with the various organizations—whom we are paying a salary of approximately \$6000, plus incidental expenses that go with it, but bear in mind that none of the men working in it for the sake of pharmacy receives one cent remuneration. Our work is and of necessity must be voluntary work.

"We have been accused of being a combination in restraint of trade, and I am bringing that out for your benefit so that you may avoid some of the pitfalls which we met. The hardest thing in the world is to get a man to keep his mouth shut. The greatest thing in the world, I think, is to give a little man a little power and some of our pharmacists—with the best of intentions to help the cause along—misunderstood and sometimes abused the Conference card. You all know—you have been behind the counter—that sometimes you are not anxious to see a salesman, but having the innate characteristics of a gentleman you dislike to simply say, 'No, I don't want to see you.' You yield, because yielding is always much easier than resistance, and he takes up a little of your time and you get sore, etc., and so on, so that some of these men, our constituents, used the card as an excuse, and when they didn't want to see the salesman and knowing he had not a card, said, 'Well, if you have no card I can't buy from you.' But that is a serious statement to make. Some have gone further and said, 'We are not allowed to buy from you; the Conference won't allow it.' Now, as a matter of fact, the Conference has no power over the organization, because we do not believe in czarism. The only thing we can do is, when that association fails to pay its dues within a reasonable time, to suspend them. Theoretically and practically it still works. Anything pertaining to pharmacy as a whole must be brought to the Conference, but it happened that an over-zealous chairman of a local legislative committee took it upon himself to interview the narcotic enforcement officer of the city of New York, and he made an absolute mess of it. I took him to task about it, it was a serious matter, but we couldn't do a thing except to turn him over to his own constituents.

"So, we haven't any power. We cannot dictate to the pharmacists, we can only educate, we can only enlighten. If you contemplate doing similar work with reference to resale prices,

either by lists or cards or some other way, please make it emphatic that action must be voluntary on the part of the pharmacists.

"Now, let us visualize what the results would be, if every retail pharmacist on his own initiative, as a matter of individual self-preservation, would refuse to handle an article on which he does not make a living profit—I am going to leave that thought with you to-day."

Chairman Philip said that the address of Dr. Diner was not only a treat, but a valuable record. He called on Carl Weeks for information relative to the next session.

Mr. Weeks said that Henry L. Adams would address the Section on Friday.

Chairman Philip said California had preceded New York in the "Courtesy Card" plan but Chicago and a number of other cities had taken up the work somewhat earlier than California. In his opinion druggists of San Francisco and the Bay cities have held a more satisfactory standing in trade circles than most other large cities of the United States, and he felt that the organization work and that of the Druggists Defense Committee must be partially responsible. "San Francisco has its 'cut rate' and other problems—there must be coöperation among pharmacists in order to solve the problems of trade; the California situation is a little different from that of New York," he said, "there are comparatively few manufacturers here of nationally advertised goods. The druggists deal directly with the salesmen or the representatives of manufacturing houses." Continuing, Mr. Philip said: "We long have realized that the retail pharmacist, by himself, is not in a position to solve the 'cut rate' problem or any other problem. He must have the coöperation of the salesmen, the wholesaler, and the manufacturer. A broken link in the chain means failure. We clearly realized that any plan used by our organization must be legal, for it eventually would be carefully scrutinized by the Fair Trade Commission and by the U. S. Department of Justice. The first plan considered was not put into effect, so only the present work will be explained. Over 1800 salesmen's introduction cards have been issued; the card bears the following data—A number, a serial number, it states that it is a salesmen's introduction card, of Druggists Defense Committee, Northern and Central California only, that it is void after a given date. These cards are issued quarterly. The card exhibited was of the date of September 30th, 1925. There is a line for the name of the salesman introduced and the name of the firm represented. At the bottom there is the name of the Druggists Defense Committee, and a line for the signatures of the committeemen and date.

"The Druggists Defense Committee is composed of five persons, four retail druggists and one a member of a pharmaceutical house, who is a past president of the Chicago Retail Druggists' Association and a graduate pharmacist, so that the Defense Committee is truly pharmaceutical. The Defense Committee has no by-laws, no officers, and collects no dues. The Retail Druggists' Association of Northern and Central California—that is, the associated county units within the district—appreciates the efforts of these five men to improve conditions, and meets certain expenses and salaries; it pays the printing of the salesmen's cards, postage bill, etc. The Association assists pharmacy students, and the aid given in the former cause is just one of many things that the Association does.

"Reports of the Defense Committee are made at executive and other meetings of the Association—all are oral and individual expressions, not that a written report would be illegal, but as Dr. Diner has well said, there might be misinterpretation or misunderstanding. The Secretary of the Retail Druggists' Association is a member of this Committee and has issued most of the 1800 cards that are now being used by the salesmen within the district. Now, that is truly a coincidence and not a deliberate plan. The Druggists Defense Committee is in the same position to the drug trade as the Department of Agriculture is to the farmer. The farmer reports his many problems and troubles to the Department and the Department then seeks a solution for him. The Bureau of Chemistry in California has charge of the sale of insecticide poisons; representatives investigated our plan and now it issues similar cards to those licensed to sell economic poisons, in order to safeguard the farmer and, thereby, benefits the people and the State. The first benefit of these cards is through the contact of the salesmen and the manufacturer and a member of the committee. This contact allows the member or the Secretary to explain the reaction of trade conditions on the retail trade and wholesale trade and allows the Secretary or the committeemen to explain in detail to the salesman or manufacturer just how much sales resistance is being formed by local conditions within the district. We have never dictated to any salesman or endeavored to tell him how to run his business. It gives him a wonderful opportunity to learn

the inside facts and if he properly digests and assimilates these facts and follows right conclusions his products very soon should receive the maximum support, coöperation and endorsement.

"The Druggists Defense Committee does not say to the organization or to any member of the organization that he must not buy from any salesman not having a Druggists Defense card, but advises the members to think carefully before signing the order on the dotted line, especially as the Committee is trying to eliminate from the district the following unfair trade practices:—selling merchandise by advertising that is never printed; selling merchandise with the promise that the surplus will be taken back, this promise being denied and a suit for money afterward instituted; placing merchandise with the understanding that it is a consignment sale and, later, informing the druggist that if he will read his order carefully he will note that after 60 or 90 days the merchandise is not consigned merchandise, but sold merchandise; selling merchandise that is unsalable for any illegal reason. The Druggists Defense Committee never has refused to issue a card, but a member of the Defense Committee has refused to issue a card until there was a further investigation or a meeting of the five committeemen, in order to deal more fairly with the request. Right there you might assume that we had an understanding, whereas, to be perfectly fair, we tell the salesman to call that meeting himself and give him the names and addresses of the committeemen. They do not phone one to the other but, nevertheless, we have been very successful, maybe due to one or various reasons; for example, the salesman may be afraid to put his plan before the five committeemen; anyhow, it probably has kept us from what we might term the most embarrassing possible conditions.

"I will refer to several actual occurrences to illustrate the value of the card. Two salesmen were visiting a retail druggist. He asked both for the card. One had it, the other had not. As those two salesmen were leaving the store, the one having the card asked the other why he failed to carry a card. The answer was, 'When I am through with this junk and have a reputable line, I will gladly get a card, but under the present conditions I have not the nerve to face a committeeman and jeopardize my future in this district.' Another salesman who was issued a card changed his selling policy and threatened to sue one of our members for \$200 worth of merchandise left on his hands that should have been accepted as credit according to his agreement with the committeeman. When his attorney was informed that this committeeman would go on the stand and testify that the salesman had received the card, after promising to take care of the sale, and had made this sale through the introduction card, the threatened suit was dropped. One toothbrush, nationally advertised, was sold for full list price, 50¢, another was sold at 29¢. The salesman for the 29¢ toothbrush was bemoaning the fact that his product had sales resistance and no coöperation by either clerk or proprietor. The introduction card formed a contact and the salesman was told why his line would not sell. I do not know, and it does not matter, how he changed the conditions, but in a short time both toothbrushes were selling and now are sold in the city of San Francisco at a price that brings a fair profit.

"As I see it, the true value of these cards is through the contact and coöperation of all concerned in the distribution to the ultimate consumer without any break and without contentions. Daily, on my desk in San Francisco there are letters from all parts of the United States and even Canada asking about these introduction cards. The extent of coöperation is the life and hope of the introduction card—that is, coöperation by the retail druggists asking for the card—if you can get a 5% coöperation your plan will go over, the more participating the greater the success. One thing that has appealed to those asking for cards is this: Supposing you, as a salesman, were selling a tooth paste, and the committeemen could prove conclusively to you that five inferior tooth pastes had been eliminated from a certain district, due to a plan like this, and the retail druggists of that community had that money they might have spent on those fake tooth pastes to buy this specialty salesman's tooth paste—the plan of protecting the public by eliminating these would help the reliable salesman's business. In the beginning we had experiences like this—a salesman came in, threw his hat and bag in the corner, pulled out a roll of bills, threw it down on the desk and insultingly told the committeemen to take out the graft that was necessary to get a card. That salesman learned better. He not only apologized, but he is now an enthusiastic worker for the card system.

"Within a month one manufacturing firm wired three newspapers, asking them personally to call on the committeemen, verify their advertising contract and by all means see that their representative had a card. Think of the contact, the publicity contact in coöperating with the news-

papers. It will be my pleasure in going to New York to help sell this plan to an Advertising Association that claims to handle the major part of the national advertising of merchandise sold in the drug stores. My contract and personal introduction that I now have from salesmen who carry this card is a splendid example of its possibilities; I feel that we have the essence of something that will grow."

Charles J. Clayton asked whether coöperation of 5 per cent of the pharmacists would make success of the plan in a city or section of the state.

Chairman Philip answered that while it might not be a success, it would certainly attract the attention of the salesmen.

Theodore D. Wetterstroem said that the card system was being tried out in Columbus, Cleveland, Cincinnati and Toledo. His idea at the state meeting was to educate the pharmacist in the matter of profit. He had found that literature sent to pharmacists received little attention; it requires a personal visit. Occasionally a window display would be found of articles that did not yield a living profit. He wanted to know of the speakers how far it was possible to carry on such an educational campaign. The result of directing the store owner's attention would be to take the display out of the window; he asked whether it would be restraint of trade to suggest the replacing of the display by one of a number of lines that give the dealer a better margin of profit. He realized that the owner must act as an individual, but "Can the educational work, as indicated, be carried on by an association?" he asked.

Mr. Diner stated that suggestions can be made but the owner must not be compelled to act under instructions of an association or individual. The instructions cannot be given to make displays, nor to discontinue selling certain articles; the individuals can be persuaded to push profitable goods, but they cannot be asked to refuse sales of articles. Manufacturers may take note of the dealers' attitude and devise ways and means for giving a living profit to the dealers.

Mr. Wetterstroem referred to the Park suit, which to some extent developed from a plan somewhat related to the present one.

Mr. Diner said that a manufacturer had a right to sell or refuse to sell to any individual, but there cannot be concerted action relative to refusal of sale or purchase, nor can any one, by coöperative influence, be placed on a "cut-off" list, or the like.

President Holton asked whether it had been definitely established that it would be a violation of law for a number of retailers to determine not to purchase a certain article.

He was informed that it would be in violation of law.

Chairman Philip said they were very careful not to send out literature that might be misinterpreted. Members received notice when new cards were issued, and were made acquainted with the new issue. Manufacturing firms and sales agencies write in asking that their representatives be supplied with cards. Cards are sometimes issued to those who take undue advantage and such acts are reported. Manufacturers have written in and apologized for the acts of their representatives, and adjusted matters.

F. H. Freericks said the Cincinnati case was not the result of the card system but "cut-off" listing. He asked Dr. Diner whether the plan had improved the "cut rate" situation; in Cincinnati the plan was in effect for a time, but did not do away with "cut rate" sales. The association in Cincinnati included all except five druggists and there was quite general coöperation of wholesalers and manufacturers. The five druggists, who were large dealers, did not seem to have any difficulty in securing supplies and from sources not generally known. He said the work now being done was valuable, even though only successful in a limited way, because it keeps alive the coöperative spirit.

Mr. Diner thought that a manufacturer could control the sale of his products, if he made a strong persistent effort, and a large number of manufacturers have been successful and make use of the salesmen's cards.

President Holton asked whether it was to be understood that the so-called "cut-rate" stores cannot secure certain proprietary goods.

Mr. Diner replied that some manufacturers have maintained and do maintain prices.

Chairman Philip said that it was no longer possible for the "cutters" to force the manufacturers into special deals, which enables them to undersell; the plan is developing and "cut rates" are now only part of the "courtesy plan." He asked for a few words from Mr. Boerner, pharmacist of Iowa City.

Mr. Boerner said he was only indirectly interested in "cut rate" sales; his sales were largely those of a pharmacy. The most aggressive cutter in Iowa City was his next door neighbor, but as far as his business was concerned he gave no thought to him. He was now in his fiftieth business year and was not ready to change his policy. He did not refuse to sell articles that yield no profit, but he did not display them; those that do yield a profit are displayed and their sales promoted. In his experience, there were manufacturers who were interested in having their goods sold at a living profit by the dealers.

Mr. Antonow said that special favors and discounts were still extended. The dishonest manufacturers care little or nothing about the retailers, and when an attempt is made in the Legislature to limit the distribution these manufacturers are "on the job" in an organized way to stop the passage of the bill. The card system is all right but as far as results are concerned it is only scratching the surface. He noted prices in New York City that were below those of the jobber. The manufacturers, some of them at least, continue their special favors, and some way should be found to stop that. The associations should become more active; nothing has been done to stop manufacturing houses from selling to physicians. Part of our JOURNAL should be devoted to items of commercial interest and the markets. He did not object to the card system; he favored it, but that is small compared to what should be done by the national associations.

Chairman Philip said he did not want to imply there were no unfair manufacturers, but conditions have improved and the improvement is to some extent, at least, due to "scratching the surface," and that is better than the resistance of a "smooth pavement."

W. A. Ackenhausen referred to conditions in Kansas City. He said special favors still were being given. Demonstrators also are in some of the stores where prices are the pulling power; they work in all parts of the store. Retailers have organized chains of stores to compete with these larger "cut rate" stores. "Cutters" can and do hold membership in various associations and have the right of vote and direction of policy. He asked for suggestions which might improve conditions.

Chairman Philip said he hoped to visit Kansas City and confer with the pharmacists and said it would please him to render whatever assistance he could.

Chairman Philip appointed as members of the Committee on Nominations: Messrs. William C. Anderson, Henry B. Smith and Charles J. Clayton.

The first session of the Section on Commercial Interests was then adjourned.

SECOND SESSION.

The second session of the Section on Commercial Interests was called to order by Chairman W. Bruce Philip at 9:00 A.M., August 28. He announced that the selection of the speaker for this session had been left to Associate Carl Weeks, who would take charge of this part of the program.

Mr. Weeks addressed the members in his usual happy style and laid stress on the prevailing good fellowship. He said that in his experience the friendly way leads to best results. He outlined some of the qualities of a successful man and useful citizen and then introduced Mr. Henry L. Adams, as one who possessed all of these qualities, as the speaker of this session, on the subject of

WHY MEN FAIL IN BUSINESS.

Mr. Adams, in his opening remarks, referred to the changes that had come about in this country. West, to the man from New England, at one time, was Buffalo, and gradually the term took a westward course; likewise, those of the Pacific Coast had related points where to them the East begins. He said that Mr. Weeks had given him a broad subject to speak about; if "Why Men Succeed in Business," had been the chosen topic, he would perhaps have been in position to handle the subject in fewer words.

"The first question is," he said, "do men fail in business?" He continued by saying:

"The records show that out of every 100 business ventures 95 of them are failures, and of the remaining five three just make expenses, and two make money. That appears to be true this country over, over a long period of years. That is the record of business ventures. What about men? The record is not much better. The records show that if you take 100 young men—25 years of age—as you will meet them when you step out of this hotel; 40 years later, when they are 65, here's where you will find them: One will be rich, four will be wealthy, five will be supporting

themselves by their own efforts, 36 will be dead, and 54 will be living off the charity of their friends, neighbors, or the public. That's the record of 100 young men, 25 years of age, checked up 40 years later. It is not very flattering.

"During the war we heard a great deal about furnishing quotas. When liberty bonds were to be sold, we talked about furnishing our quota. When men were to be raised, we talked about furnishing our quota. When drives for war chests were to be put on, we talked about furnishing our quota. I suppose the question in your minds now is whether you, the pharmacists of this country, have furnished your quota to the record of business and business men which I have recited.

THE ART OF THE APOTHECARY.

"There is one thing about your profession, call it pharmacy, or by other terms, whichever you like, that rather binds you into the record. I find that your profession has been in existence a long while, and if you are caught in the fatal figures which I have given, methinks you are not going to be able to prove an alibi on the ground of the newness of your business. I was reading a few days ago of the conversation the Lord had with Moses when they were getting things ready to consecrate Aaron and his sons to the priesthood. It appears that they made great preparation. They were not only interested in how things tasted, but they were interested in how things smelled, and I observe that the Lord directed Moses to go out and buy of the ingredients of an 'holy ointment,' 'to be compounded after the art of the apothecary.' Also a confection was to be made after the art of the apothecary, tempered together, pure and holy.'

"You know," he said, "that an art doesn't develop full blown and appear upon us in a day. As I understand it an art is the perfection of the work of an artisan, and it seems to me from this language we are justified in concluding that down through generations the artist had worked and worked and perfected until they called the product of his work art. And the art of the apothecary was known in the days of Moses and Aaron. So that makes it impossible for us to say that if we have furnished our quota to the fatal figures above referred to, it is on account of our newness.

"I haven't accurate figures compiled on pharmacists. If I had, in all probability, Mr. Weeks, I would be too courteous to submit them as such at this time. But I went into the record a little to see if there has been anything written that might shed any light on the financial standing of you gentlemen through the long period of time between the days of Moses and Aaron, and the days of this convention, and I found Shakespeare had you in mind."

Mr. Adams here quoted the lines from Romeo and Juliet applying to the apothecary, and then continued—"I haven't kept close tab on the financial standing of apothecaries, druggists and pharmacists from that day down to this, but I have made a few observations of men and women generally, and I wonder if they would apply here. The facts are facts even though we are divided into lodges and clans and anti-clans and groups and divisions.

ASSETS AND LIABILITIES.

"The average of men and women, running through all of them, is about the same. There are about as many successes in one group as in another, and what I say of any one group applies equally to another group. My observation is this, that the reason—one of the reasons—why men fail in business is because they fail to analyze the conditions. I presume it is the same in every town, but if not, the fact seems to be that when a lawyer takes in any fee above \$50.00 every salesman and solicitor in the town seems to hear about it and immediately rushes in to sell him their preferred stock which in a short time will enable him to close his books and shed his cares and go to California and enjoy himself for the rest of his life. Now, I would lack frankness with this audience if I did not admit that at one time or another I have yielded to such persuasion. I don't complain, but I had to go back to my expense account of my college days and add a post-script, marking it 'later,' and what I have put into such concerns as that I am now listing under the head of subsequent education. The education has resulted in a knowledge that there are four qualities that any business must have before it can hope to be successful, and I will pass over these quite rapidly. The first is material, the raw material, material with which to make the product. The next is a market. It matters not how much raw material you have and how much skill and science are brought to operate upon it, if it produces an article for which there is no market, some-

body is going to learn something. The third essential is money or capital sufficient to do the business. A great many plants with abundance of raw material, with a wide market, but not sufficient capital to develop the raw material and place it upon the market, fail. Now, I presume that question of capital has done as much to lay men low as any one of the four which I am enumerating, market, material, money, and management. I moved to Des Moines about thirteen years ago. I assumed that every one driving a Cadillac had at least a quarter of a million liquid assets, and if forced to sell would raise at least another quarter of a million, making them worth a half million dollars under ordinary circumstances. I have learned that that isn't always true in Des Moines. I sometimes find men who have about \$25,000 of reasonably liquid assets, who go to three different banks and at each borrow \$25,000 on their assets, thus making \$100,000 and then think that they are worth \$100,000, when the facts are they are three times worse off than they were before they started on their venture. I have great respect for a man who has \$10,000 and is advertising as a \$10,000 man in a community and doing a \$10,000 business.

"My last ingredient is management. Material, market, money, management but the greatest of these is management. 'Why Men Fail in Business.' Most men would fail in anything because they don't analyze the ingredients which go to make up success. When I go into your store and go back of the prescription case with you, and ask you to make up for me a drug which will produce a certain effect, your hand goes unerringly to certain boxes, certain bottles, certain containers, and if you reach into the wrong box, bottle or container anywhere along the shelf and take out the wrong ingredient, you may give me something which instead of putting me to sleep as the concoction did Juliet, will put me to death as the concoction did Romeo. Under this head of management some men are reaching into the wrong container. They are getting wrong proportions, of course making wrong mixtures and, therefore, getting wrong results.

QUALITIES OF CITIZENSHIP.

"A man's leisure is about as dangerous as any ingredient that goes into success. My observation is that there are very few \$100-a-month clerks able to handle a \$10,000 or a \$25,000 business. Now, reduced to its lowest terms, that may conflict with summer vacations and afternoon golf games, but you are asking for a concoction which will produce success and I am merely mentioning attention to business as one of them. Now, don't misunderstand me. When I say attention to business I don't mean that because men are on the job they are attending to business. That would be a very erroneous conclusion to draw from my statement. The facts are, some men are more of an aid to their business when they are away from it than when they are with it. But as I look at it, a man to succeed in business doesn't have to be a genius, he doesn't have to have an extraordinary brain, although a few brains are not a great handicap, unless they are wholly misused, and I have begun to wonder if a man's success in business can't be judged entirely outside of his business. It may be the channel along which my mind is running, but I have thought about it so much that it may be fair to give it to you. My observations are that there are certain fundamentals of life which, if a man observes, he will succeed, although they appear wholly unrelated to his business, and there are certain fundamentals which, if he disregards, he will fail, although they may be wholly unrelated to his business. One of them, as I view it, after having gone through a Methodist College and lived in a Christian community all of my life—if you people from the East and the West will concede that much to us living here in Iowa—as I view it, one of the first things a young man or a young woman must do is to get his feet on the ground in relation to an Almighty God. I am not concerned about what conclusion you reach, whether your God is a being or a force does not concern me at all; in my opinion, that is one of the fundamental questions for a man to settle in his own mind before he is even ready for business. As I view it, another essential for men to settle is their relation to a hereafter. Some men are interested in one kind of business and some are interested in another, but every man and every woman who has grown to maturity is interested in and vitally concerned with what is eventually going to become of him. Now, if you will settle that question you will get your mind free for a good many other things and after having settled it once, go on. When I finished at this Methodist College I felt just as most young men of my age, a sort of resentment for the instructors who had tried to guide my spiritual path as well as my intellectual path."

The speaker then drew on an experience in his life which settled the question for him and proved the great value of Christian training and left him freer to meet business problems as they arise. He continued by saying:

"Another fundamental, as I view it, is our relation to our country. You will probably conclude that I am very provincial, very narrow-minded. I read what they say in the magazines about how local and provincial it is to have your heart sort of swell and tears come to your eyes when the American flag is carried by down the street; I have read those things. I realize what a superior brand of intellectuality is evidenced in some quarters by criticizing the life of George Washington and Alexander Hamilton and Abraham Lincoln. I know that there is an opportunity for the display of greater research work in some quarters by evidencing a knowledge of the facts that any or all of those three men were human, but in spite of all of those things my feet are still firmly fixed upon the ground and my judgment is clear and unchangeable that we are now living in the very best country on earth. I have found that since I got that settled in my mind I don't have to spend so much time reading about the improvement of the Russian form of government, reading about the advantages of other systems elsewhere, reading of the advantages of socialism in various countries about the globe. It may be interesting to know those things but knowing them does not in the least unsettle me in the conclusion that there is nowhere else on earth where boys and girls, employers and employees, are born into such possibilities as they are born into in this country of ours. And so with those questions out of the way, it leaves me more time to attend to the details of my business, to get acquainted with my customers and learn their peculiarities, to get acquainted with myself and know my own peculiarities and weaknesses and incidentally attempt to cultivate the strength of my customers and destroy the weakness still lurking in myself."

Associate Carl Weeks thanked Mr. Adams for his splendid and edifying address; in the vote of thanks he was heartily joined by the membership.

Chairman Philip thanked Mr. Weeks for his help in making the sessions of the Section on Commercial Interests successful.

The Committee on Nominations reported the following nominees for officers of the ensuing year:

Chairman, Ambrose Hunsberger, Philadelphia, Pa.

Vice-Chairman, Bernard M. Keene, Indianapolis, Ind.

Secretary, George Judisch, Ames, Ia.

A motion, duly seconded, carried that the Secretary cast the ballot of this Section for the election of the nominees.

The final session of the Section on Commercial Interests was then adjourned.

SECTION ON HISTORICAL PHARMACY.

The first session of the Section on Historical Pharmacy was called to order by Chairman Robert S. Lehman at 9:00 A.M. August 26. He briefly outlined the importance of the Section. He also spoke of the activities of the year in securing papers for the Section. The Chairman's remarks were supplemented by Secretary L. K. Darbaker. The report of the Historian was called for; it follows:

REPORT OF HISTORIAN.

BY E. G. EBERLE.

Oliver Wendell Homes said, "Every library should try to be complete on something," which applied means that a subject should be more fully catalogued in one library than in another or, still better, every industry should have its own library. This thought, of course, has obtained ever since the activity, whatever it may be, has been studied and information thereon communicated for the benefit of all engaged therein, or those seeking related knowledge. Every school or college of pharmacy has a library; every public library has some books on the sciences underlying pharmacy and on its practice; there are pharmaceutical libraries in the museums, and in this country we have the Lloyd Library. Every large city now has a "Medical Arts" building, wherein the libraries are chiefly for the benefit of physicians, surgeons and dentists; more attention should be given to pharmaceutical publications. Probably the largest library of medicine in the world is that of the Surgeon General at Washington.

Pharmacy needs a national library which will serve pharmacists. More libraries serving certain industries and professions are being established and their service is becoming more practical every year. Through the work of the Sections, and the contribution to pharmaceutical